

SAGE

Electrochromics, Inc.

A New Window on the World

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SageGlass®: Light & Heat Control without Loss of View



- SageGlass® skylights in fully tinted and clear states
- Technology protected by 49 U.S. & foreign patents
- Selling product

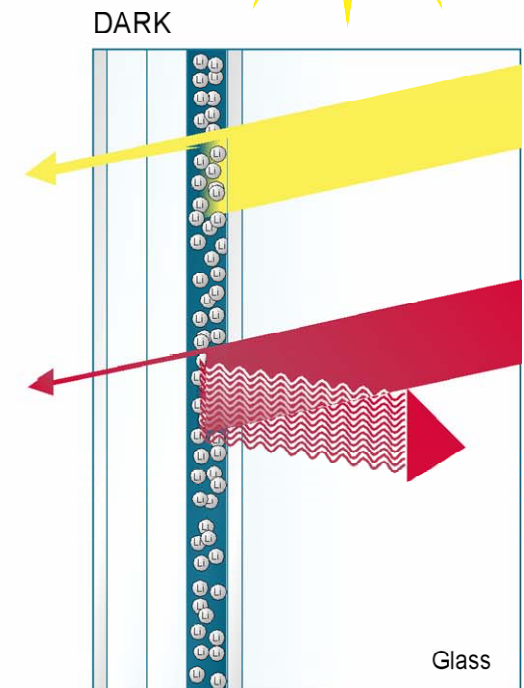
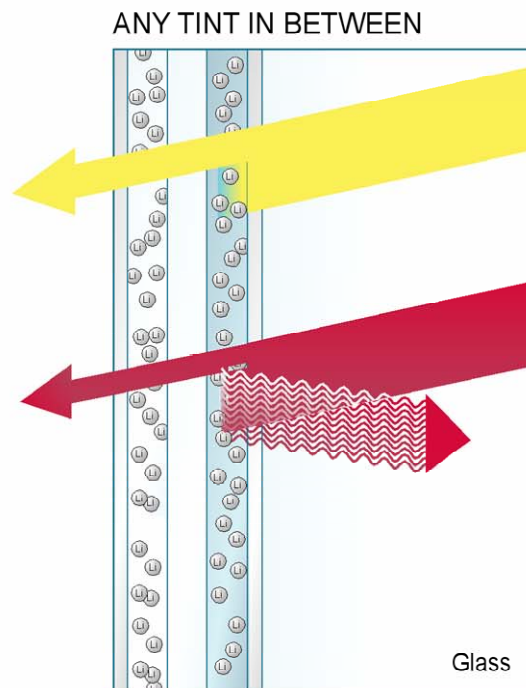
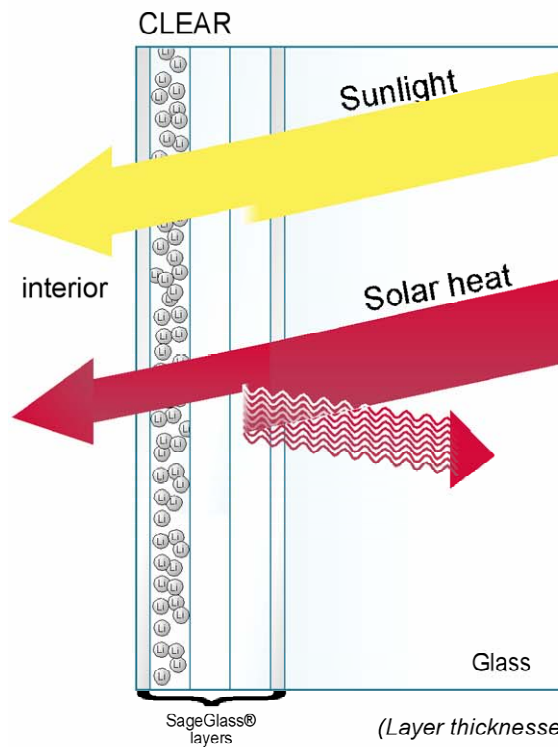
Background

- Headquartered in Minn.
“The Silicon Valley of the Window Industry”
- 2004 R&D100 Award winner



SageGlass® Coatings

How they Work



(Layer thicknesses not shown to scale. SageGlass® layers <1/50th thickness of a human hair. Powered by low voltage DC.)

Market Potential

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graph TD; A([Market Potential]) --> B[Transportation]; A --> C[Building]; A --> D[Military and Specialty];
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Transportation

(automotive, aircraft, trains, buses and marine craft)

- Windows
- Sunroofs
- Mirrors
- Visors
- Interior displays

Building

(commercial and residential windows)

- Skylights and sunrooms
- Sloped and overhead glazings
- Vertical windows

Military and Specialty

- Photographic and optical filters
- Building and ground vehicle windows
- Air- and rotorcraft windows
- Large-area information displays

User-Customer Focus Group

- Eliminate glare (TV, computer)
- Keep my view
- Greater comfort & lower energy bill
- Reduce the effects of fading
- Glass breakage alert – “great security benefit”

Distribution Channel

RESIDENTIAL

Residential OEMs

Assemble finished
window products

Velux - SC
Pella - IA
Marvin - MN
Andersen - MN
Four Seasons - NY

Builders and
Remodelers

Retailers and
Distributors



Home owner

COMMERCIAL

Glazing Contractors

Purchase and install
window systems

Architects &
Engineers

Ellerbe Becket - MN
Gensler - CA
The Hillier Group - NJ
HOK - MO
Skidmore, Owings - IL



Building owner



- Physical product flow
- - - - - Primary direction of influence

Summary

- Patented, breakthrough technology
 - Numerous, large market opportunities
- Customer ready to purchase
 - High margin business
- Great management team

